

Message Text

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ACTION EB-07

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TAGS: EAIR

SUBJ: CIVAIR NEGOTIATIONS

REF: STATE 280496

1. BEGIN SUMMARY: TMA AND MEA HAVE DIFFERENT IDEAS ABOUT THE TIMING OF THE CIVAIR NEGOTIATIONS BUT TMA'S VIEWS SHOULD PREVAIL. TMA'S OBJECTIVES ARE ROUND-THE-WORLD SERVICE IN EACH DIRECTION WITHOUT BLIND SECTOR LIMITATIONS. WOULD ACCEPT CAPACITY LIMITATIONS TO ACHIEVE THIS. MEA WISHES TO IMPLEMENT DAILY (PROBABLY NON-STOP) SERVICE TO THE U S AS QUICKLY AS POSSIBLE. IN RETURN FOR BEHIND-THE-SCENES ASSISTANCE IN THE U S, TMA WOULD PROVIDE BEHIND-THE-SCENES ASSISTANCE TO PAA LOCALLY. IF SUCH AN ARRANGEMENT DOES NOT MATERIALIZE, TMA AND MEA WILL JOIN FORCES DESPITE TRADITIONAL RIVALRY. SUCCESSFUL COMMERCIAL UTILIZATION OF WIDE-BODIED AIRCRAFT RECENTLY PURCHASED BY TMA AND MEA DOES NOT DEPEND ESSENTIALLY ON MAINTAINING RIGHTS TO THE U S. END SUMMARY.

2. OUR READING OF CURRENT TMA AND MEA POSITIONS, BASED ON RECENT CONVERSATIONS WITH TMA PRESIDENT ABU-HAIDER AND MEA GEN MANAGER NASR, IS THAT THINKING ON TIMING
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OF NEGOTIATIONS IS NOT IDENTICAL. MEA WOULD LIKE TO

HAVE NEGOTIATIONS START AS SOON AS POSSIBLE IN ORDER TO
PIN DOWN CONTINUATION OF RIGHTS UNDER PRESENT AGREEMENT.
IT CALCULATES 12 MONTHS LEAD TIME REQUIRED TO START IMPLEMENTING
SERVICE TO THE U S AND WANTS TO BEGIN THIS SERVICE AS
QUICKLY AS POSSIBLE.

3. TMA'S APPROACH, ON THE OTHER HAND, IS MORE SUBTLE
RE TIMING. IT WANTS TALKS TO TAKE PLACE AT THAT TIME
WHEN CHANCE OF REACHING AGREEMENT SEEMS MOST PROPITIOUS
IN OUR JUDGMENT. EVERY INDICATION SO FAR LEADS US TO
CONCLUDE THAT TMA HAS MORE CLOT WITH THE GOL THAN MEA.
ACCORDINGLY WE CONCLUDE THAT ANY NOTE RECEIVED FROM GOL
IN NEAR FUTURE WOULD MERELY REQUEST NEGOTIATIONS RATHER
THAN NEGOTIATIONS AS SOON AS POSSIBLE.

4. TMA'S OBJECTIVES WOULD BE TO OBTAIN CONTINUATION OF
EAST-BOUND ROND-THE-WORLD SERVICE PLUS AFFAIRMENT OF
WEST-BOUND, ROUND-THE-WORLD SERVICE, INCLUDING LIFTING
OF CURRENT BAN ON CARRYING CARGO FROM NEW YORK WEST-
WARD. IT WOULD BE PREPARED TO ACCEPT CAPACITY LIMITATIONS
TO ACHIEVE THESE GOALS.

5. MEA, AS NOTED ABOVE, WANTS TO BE ASSURED CONTINUATION
OF RIGHTS UNDER PRESENT AGREEMENT SO AS TO IMPLEMENT
SERVICE (PROBABLY NON STOP) TO THE U S. AS THE
LEADING ARAB CARRIER IT BELIEVES IT MUST HAVE THE
PRESTIGE OF BEING THE FIRST ARAB CARRIER TO SERVICE U S REGULARLY.

6. WE ANTICIPATE (AT LEAST INITIALLY) STRONG MEA
RESISTANCE TO ANY SIGNIFICANT PAA NON-STOP SERVICE
BETWEEN LONDON AND BEIRUT. INDEED WE ALSO ANTICIPATE
INITIAL TACTICAL RESISTANCE TO THE CONCEPT OF THE
BERMUDA PRINCIPLES, OR AT LEAST DISAGREEMENT OVER HOW
THESE PRINCIPLES ARE TO BE INTERPRETED.

7. AS IS KNOWN, A TRIANGULAR SITUATION EXISTS, WITH
MEA, TMA AND PAA CONSTITUTING THE THREE ANGLES. IN
RETURN FOR BEHIND-THE-SCENES PAA SUPPORT IN THE U S.,
TMA WOULD GIVE BEHIND-THE-SCENES SUPPORT TO PAA HERE.
IF THIS DOES NOT MATERIALIZE, TMA WOOULD BE MORE INCLINED
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TO JOIN FORCES WITH MEA, EVEN THOUGH THERE IS LITTLE
LOVE LOST BETWEEN THE TWO, LESS SO IN FACT NOW THAT MEA
IS RECEIVING EQUIPMENT (747 2008 WITH CARGO DOOR) THAT WILL
PLACE IT IN A FAR MORE SERIOUS COMPETITIVE POSITION WITH TMA
IN THE CARGO FIELD.

8. IN A SENSE TMA HAS MORE AT STAKE THAN MEA, AS TMA IS
ACTUALLY OPERATING TO THE U S AT PRESENT. WHILE SERVICE

TO THE U S, HOWEVER, IS IMPORTANT TO EACH, BOTH FROM
THE POINT OF VIEW OF FINANCIAL GAIN AS WELL AS PRESTIGE,
WE ARE RATHER CERTAIN THAT RECENT PURCHASES OFF WIDE-BODIED
AIRCRAFT BY EACH LINE FULLY TOOK INTO ACCOUNT ADEQUATE
ALTERNATIVE UTILIZATION IN THE EVET NEGOTIATIONS WERE
TO FAIL, ALTHOUGH SUCH AN EVENT COULD OF COURSE EFFECT
OPTIONS ON ADDITIONAL PURCHASES.
GODLEY

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